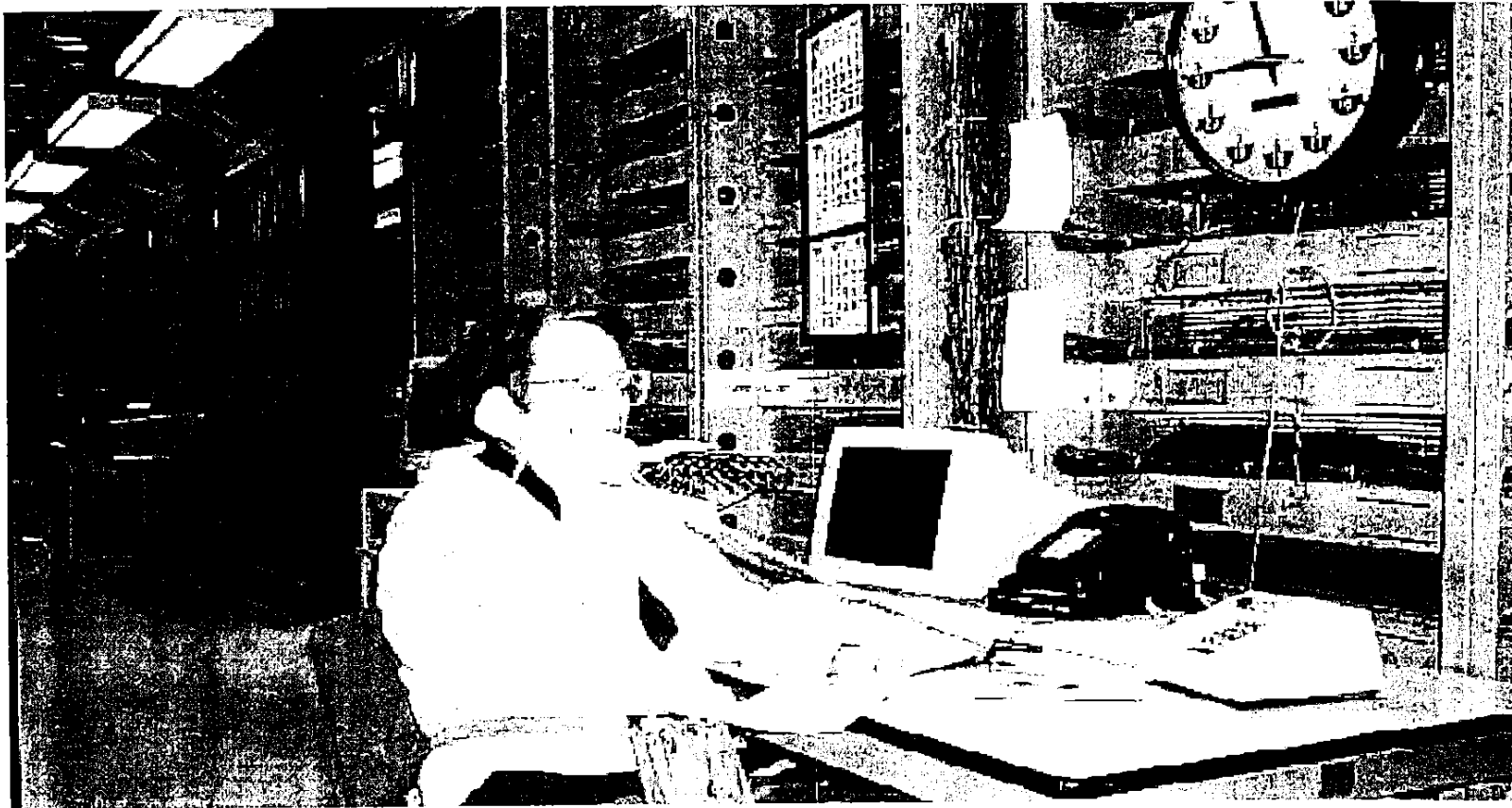


DC01/MOREG/113788.1

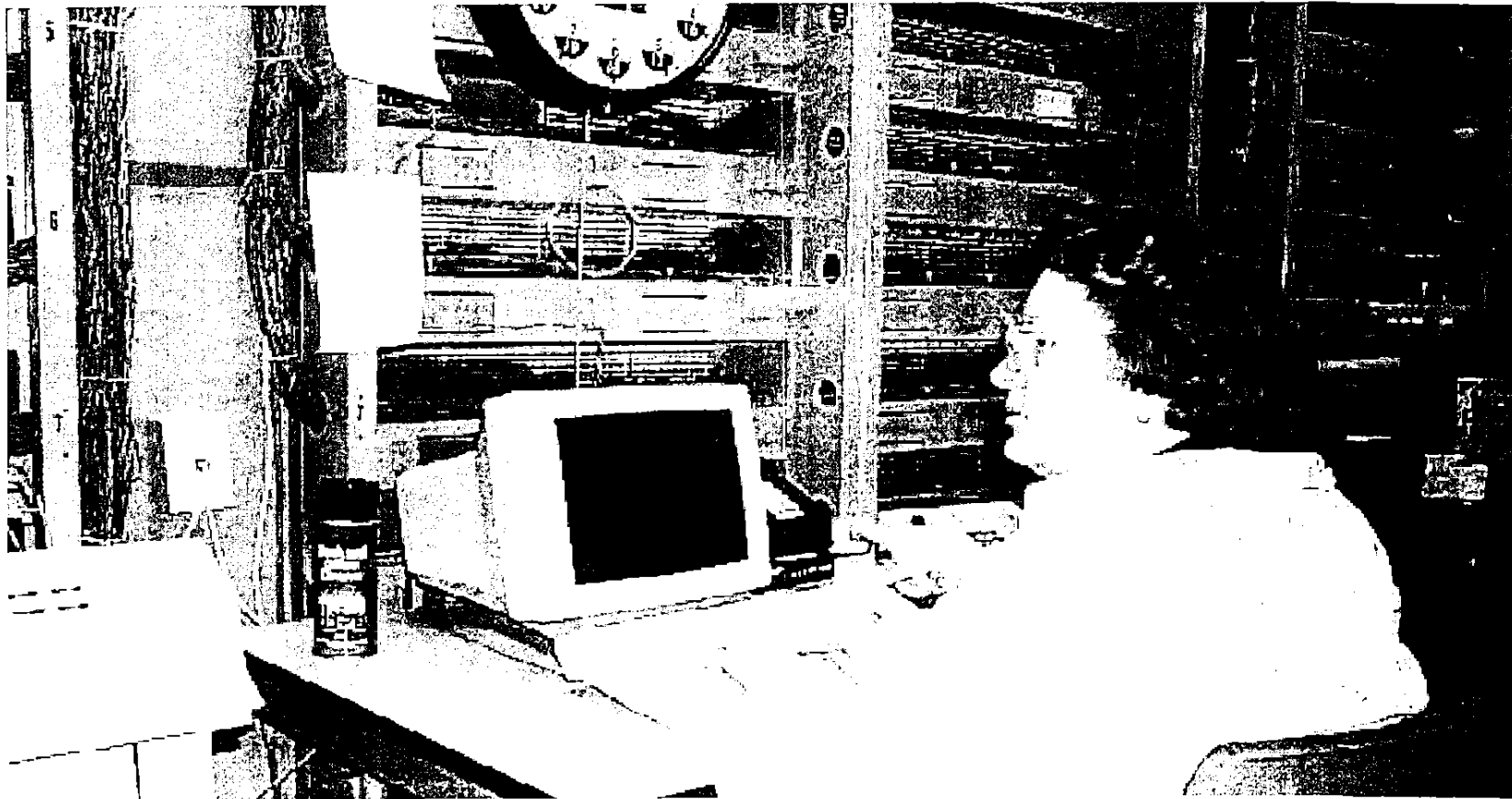
LOOP CUTOVER PROCESS

Step 1: Technician gets call to begin cutover. Asks for cable pair information.



LOOP CUTOVER PROCESS

Step 2: Technician types in cable pair number to obtain order number.



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LOOP CUTOVER PROCESS

Step 3: Technician retrieves copy of work order.



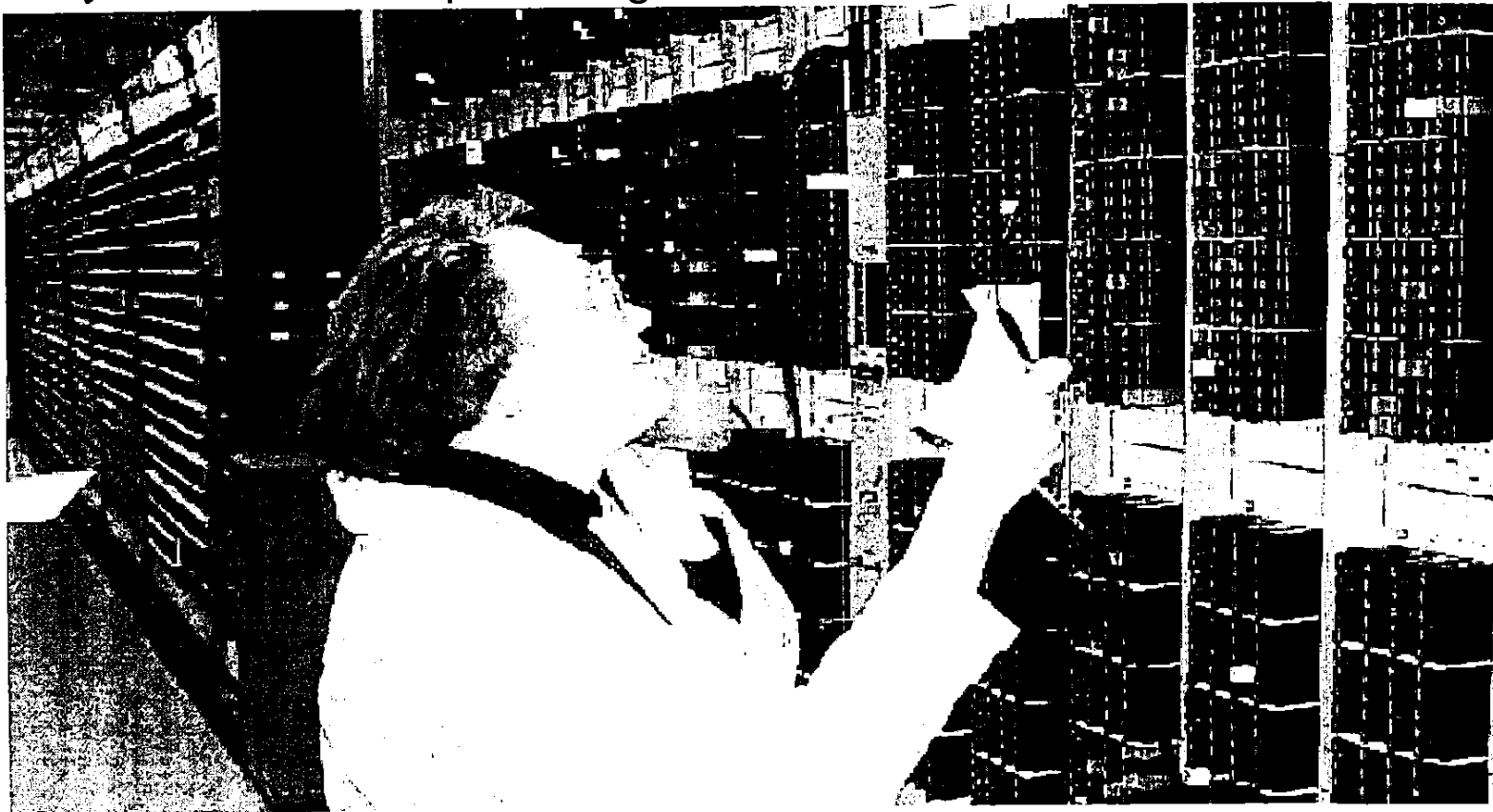
LOOP CUTOVER PROCESS

Step 4: Technician responds to UNE Center request to initiate overall cutover of service from BellSouth to CLEC.



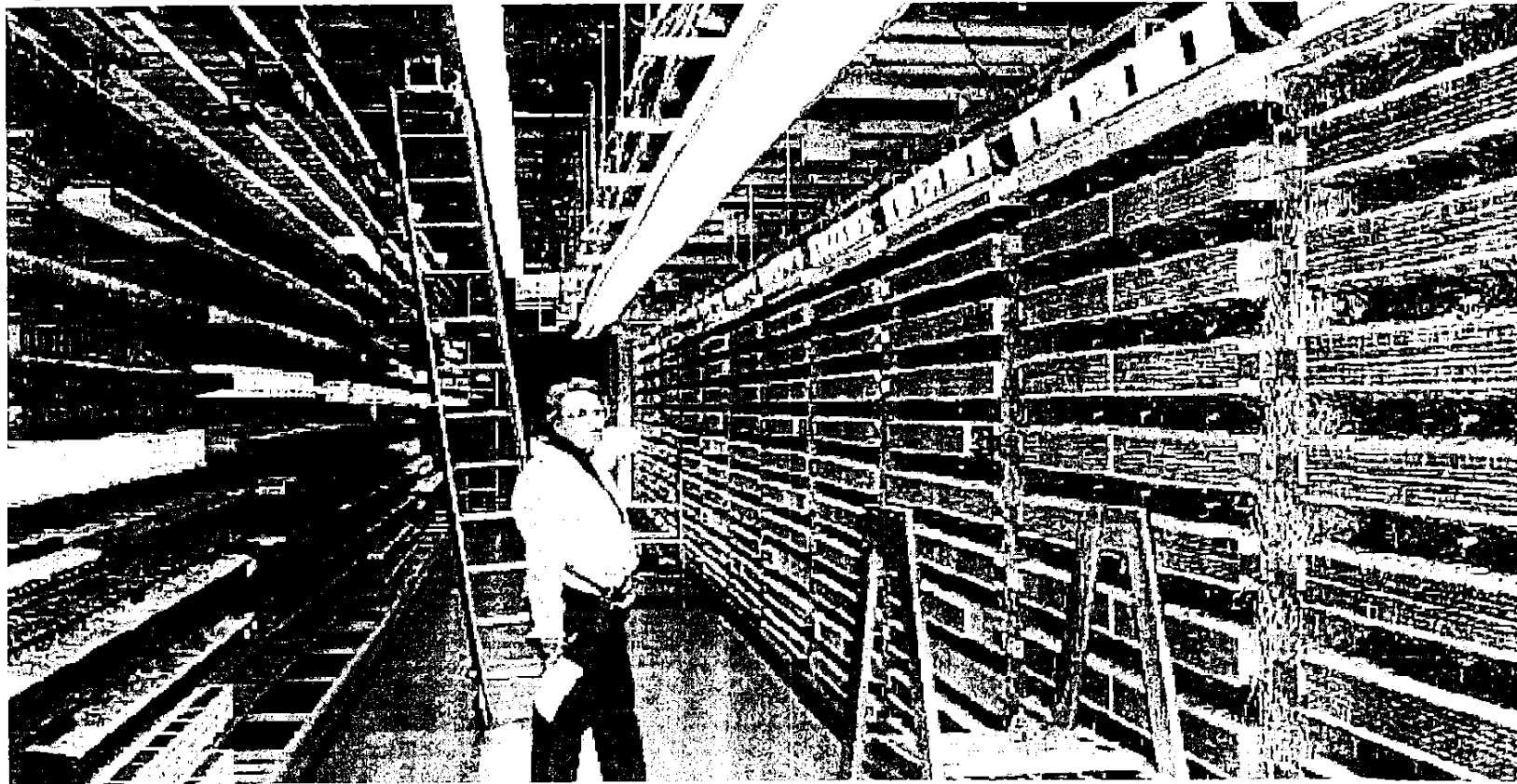
LOOP CUTOVER PROCESS

Step 5: Technician conducts ANAC test to verify that correct loop is being cutover.



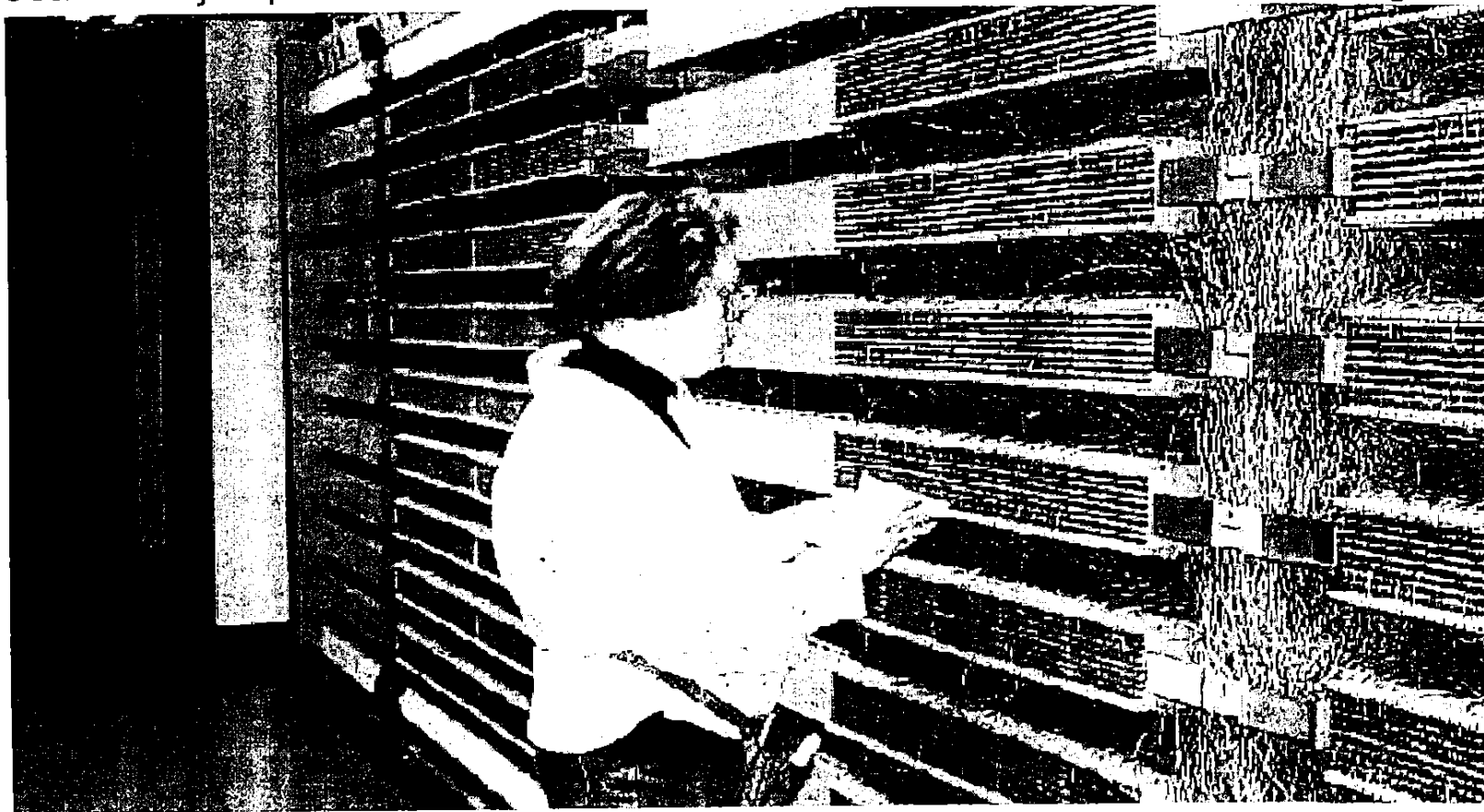
LOOP CUTOVER PROCESS

Step 6: Technician walks along Main
Distributing Frame to locate both ends of
jumper to be cut.



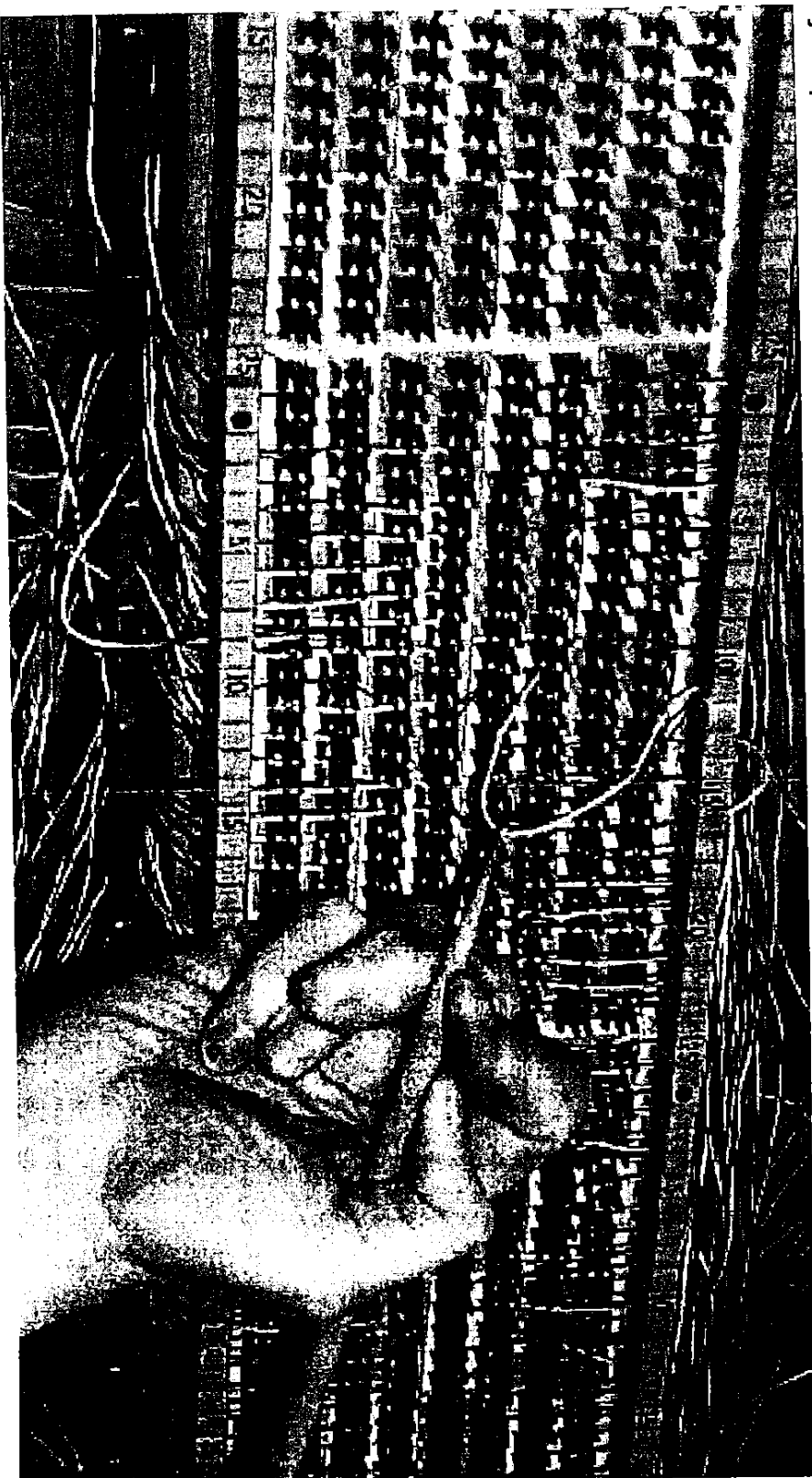
LOOP CUTOVER PROCESS

Step 7: Technician locates precise location of jumper.



LOOP CUTOVER PROCESS

Step 8: Technician locates and removes end of jumper connected to the BellSouth cable pair.



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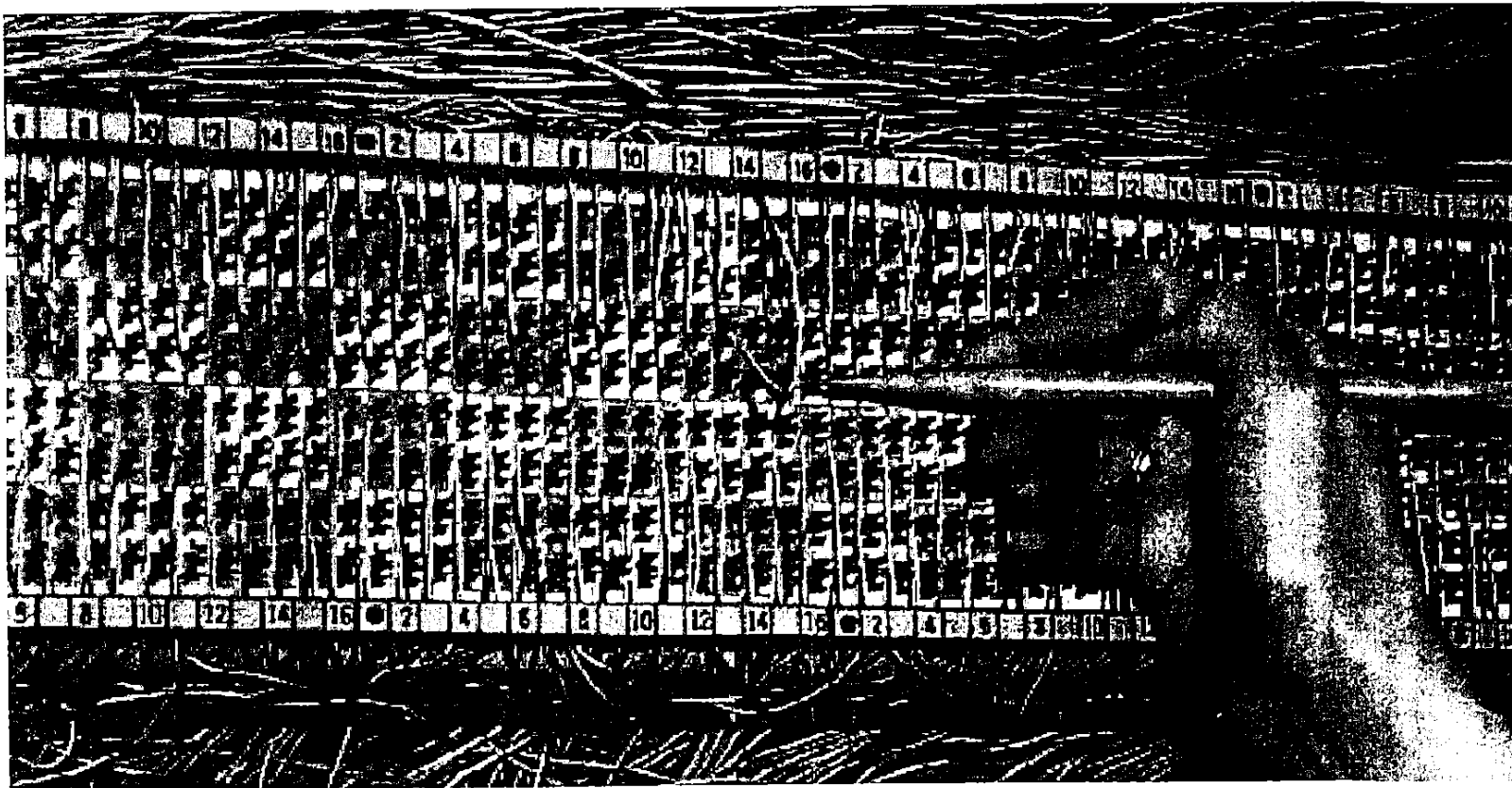
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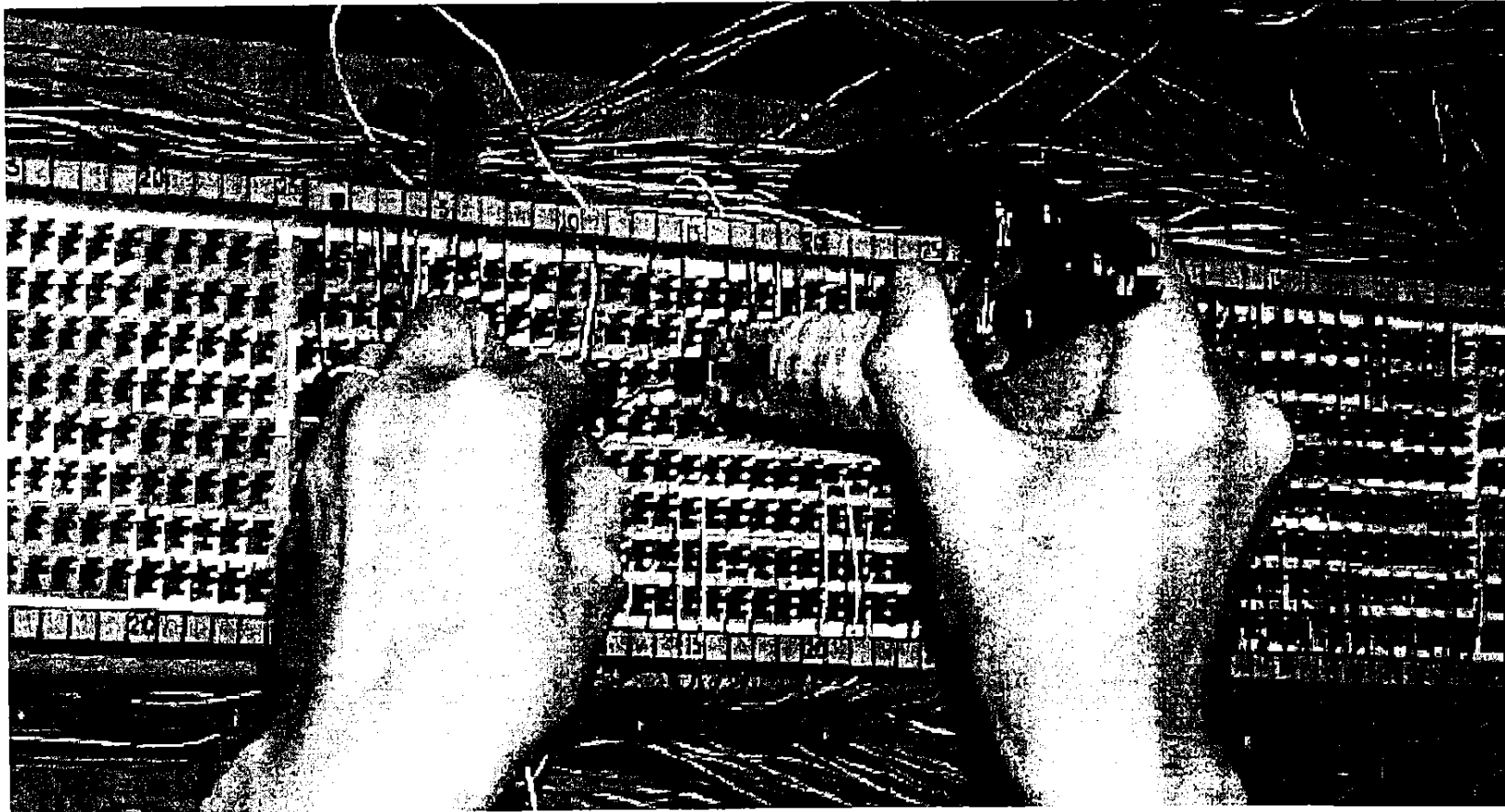
LOOP CUTOVER PROCESS

Step 9: Technician locates and removes end of jumper connected to the switching equipment.



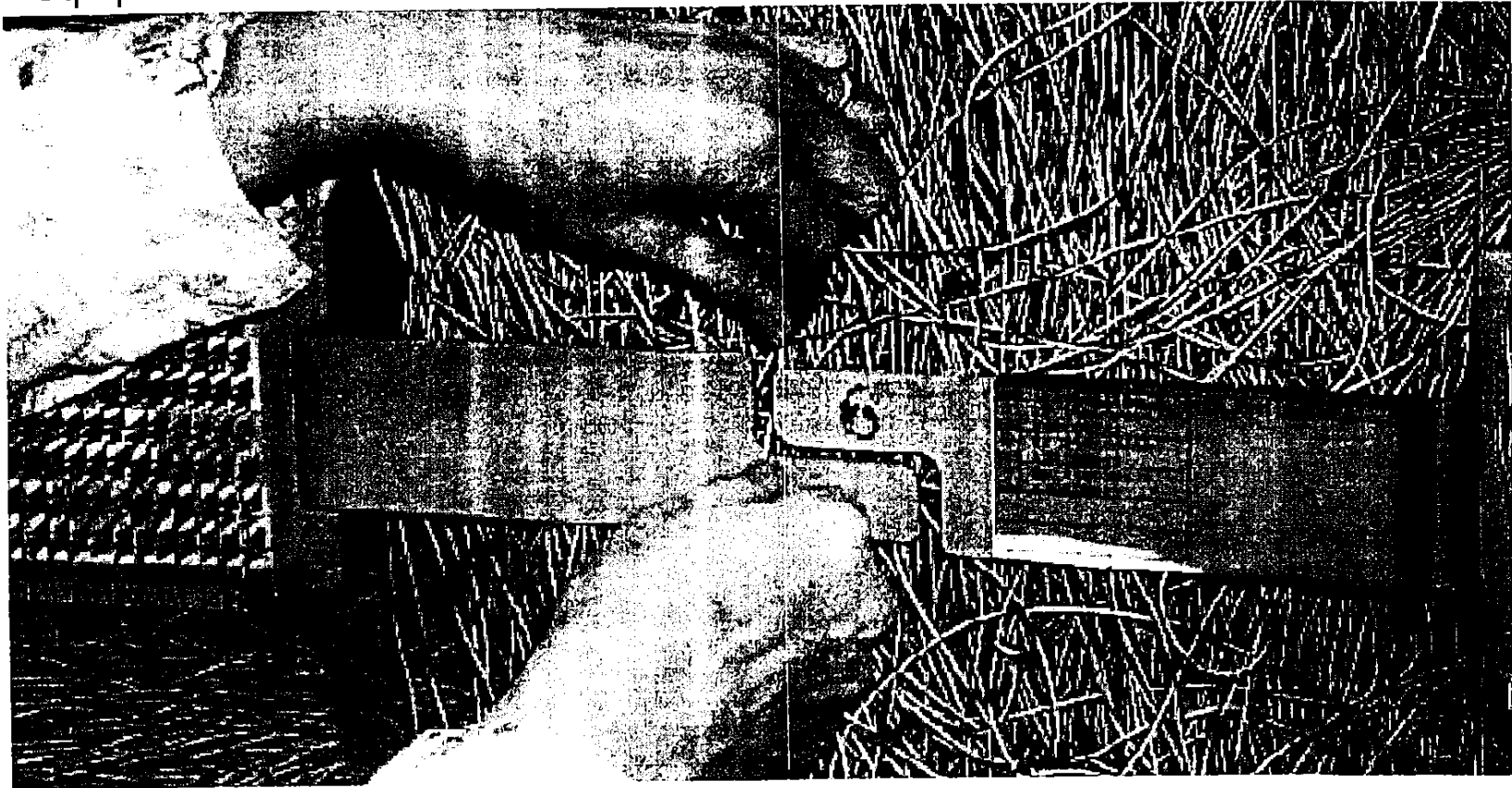
LOOP CUTOVER PROCESS

Step 10: Technician places new jumper on MDF.



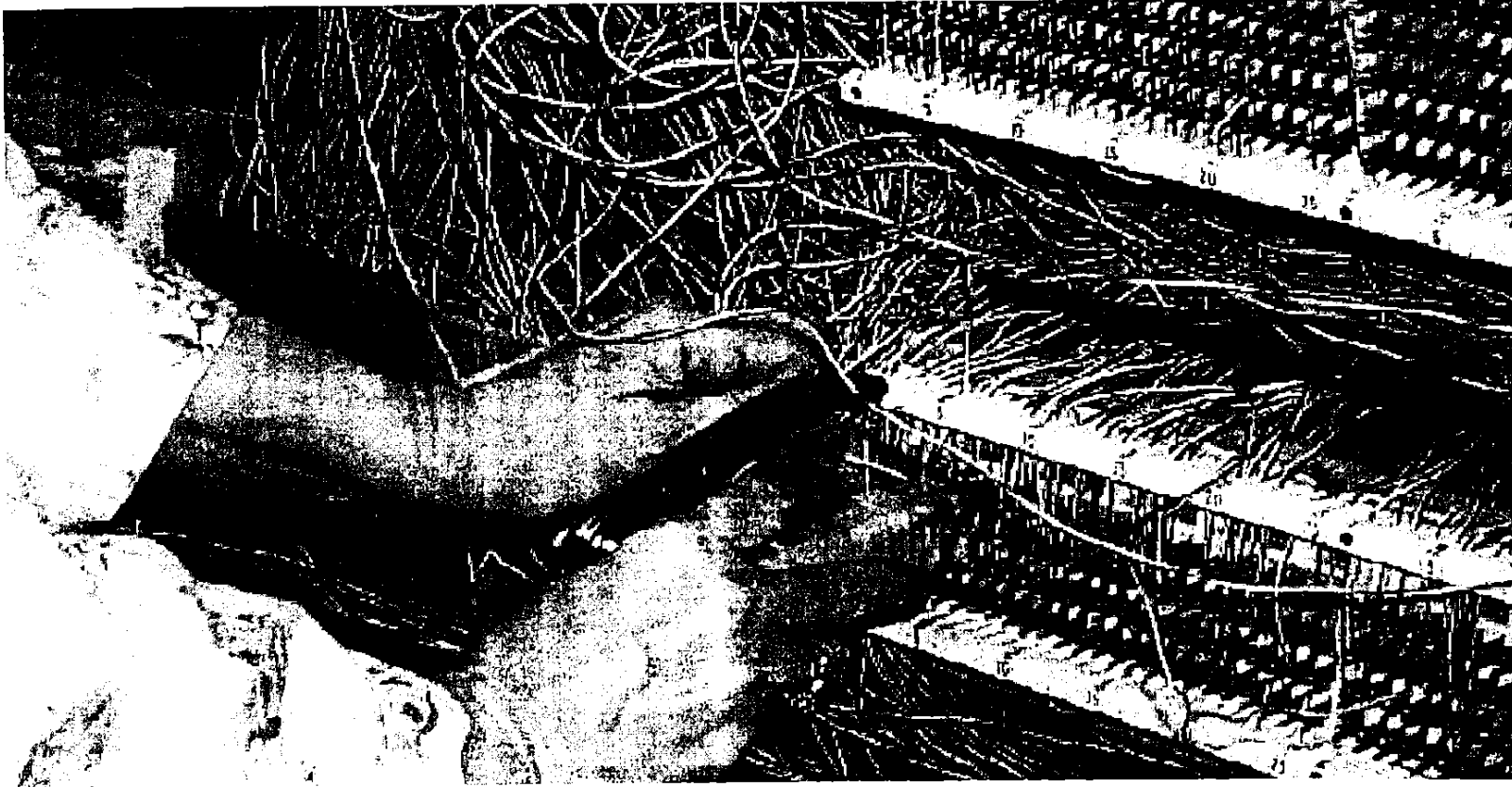
LOOP CUTOVER PROCESS

Step 11: Technician weaves wire through cable rack to reach tie cable to CLEC's collocation equipment.



LOOP CUTOVER PROCESS

Step 12: Technician connects new jumper
on frame to tie cables to CLEC equipment.



LOOP CUTOVER PROCESS

Step 13: Technician conducts ANAC test to verify that loop has been cut to correct CLEC switch port.

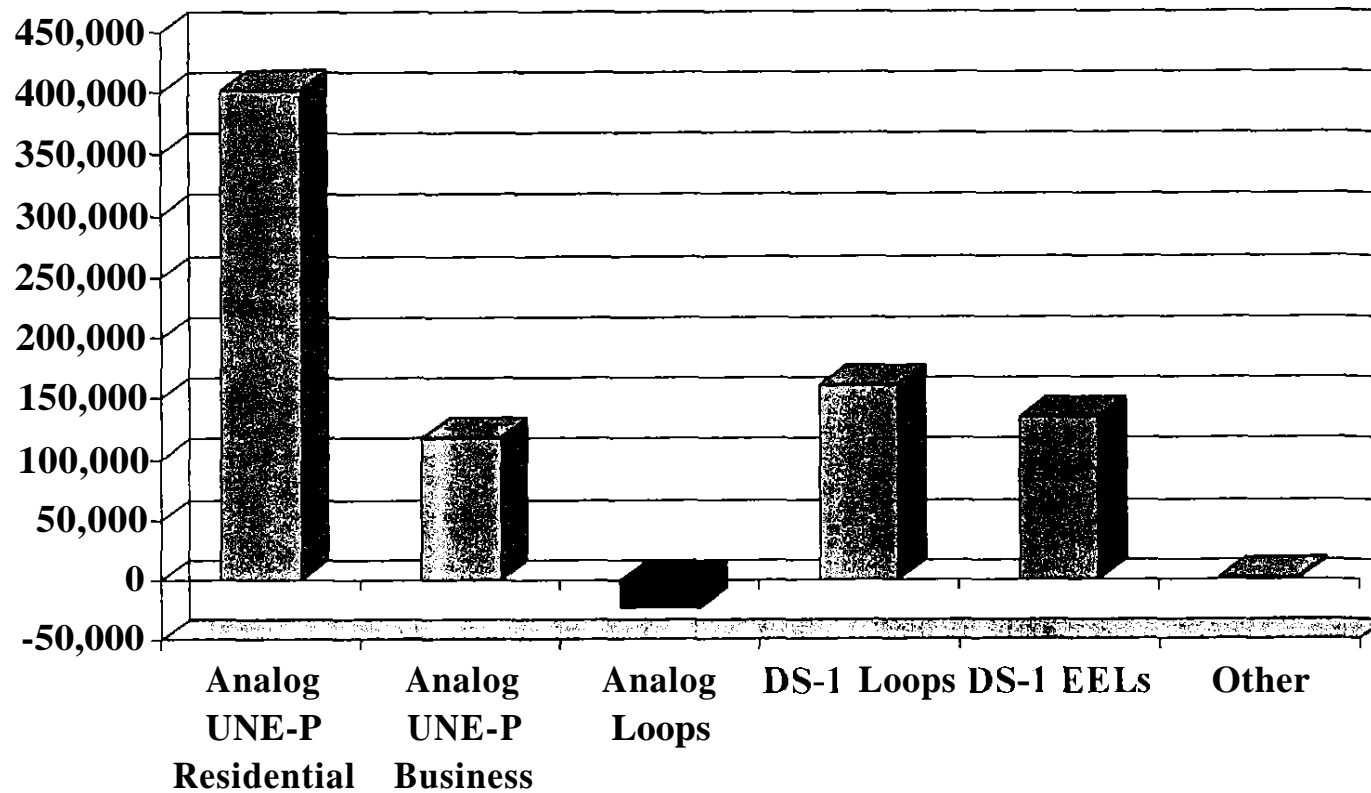


LOOP CUTOVER PROCESS

Step 14: Technician verifies cutover with CLEC, closes order, and notifies the UNE Center.



The UNE Market (CLEC UNE Lines Added – BellSouth 2002)³



³ Source. North Carolina Public Service Commission Docket P-100, Sub 33d

The Real Message of the ILEC Financial Argument

- * UNE-P provides the highest return to the ILEC of any entry strategy. If UNE-P lines were migrated to UNE-L, the financial effect on the ILECs would be much greater. Therefore, the ILECs must expect less competition for their position to be rational.

Minimum Competitive Reduction The ILECs Must Expect'

	Competitive Reduction
Verizon	-36.4%
BellSouth	-42.1%
SBC	-27.9%
Qwest	-44.8%
Nationwide Average	-34.1%

- * A measure of impairment corrected by a UNE is the competitive gain that results from the UNE being available.

	Competitive Reduction
Verizon	57.2%
BellSouth	72.6%
SBC	38.6%
Qwest	81.0%
Nationwide Average	51.7%

- * In reality, the competitive loss resulting from removal of ULS would be much greater, and the competitive gain made possible by the availability of ULS is much greater.

¹ Based on UBS Warburg estimates of average revenue, UNE-P and UNE-L costs/line from Commerce Capital Markets, and UNE-P penetration levels as of 12/31/02 from ILEC Form 477 Responses filed with the FCC.